



Profil Económico



Impacto di All Inclusive riba economia di un pais

E tema di concepto di All Inclusive ta wordo hopi discuti na Aruba debi cu un hotel cu tin e sistema aki ta wordo cuestiona expandiendo su productu cumprando otro hotelnan na Aruba.

Tin otro hotelnan cu tin e concepto aki cu ta entre otro Occidental Hotel. Relaciona cu e discusion-

nan ta andando PE a profundisa kiko ta e impacto di un All Inclusive cu ta data for di 1930 tin riba economia di un pais.

Concepto All Inclusive

Ora un hende kier viaha esaki ta inclui diferente servicicionan manera transporte, acomodacion, comida, sight seeing, enter-

tainment y otro. A base di e diferente servicicionan aki un pakete ta wordo traha y wordo ofreci na e cliente (viahero).

Un di e paketenan ta all inclusive ta encera practicamente tur cos cu un viahero mester na un destinacion, manera prepaid pa airport transfers, baggage handling, tax, kamer, tur

cuminda, snacks, drinks, uso di facilidadnan, equipo y instructor certifica, tips y service charge y nightlife. E fenomeno cash ta wordo elimina di e experiencia, mientras e cliente sa exactamente e gasto total di su vakantie. solamente e mester cana cu placa pa diverticion y haci compras.

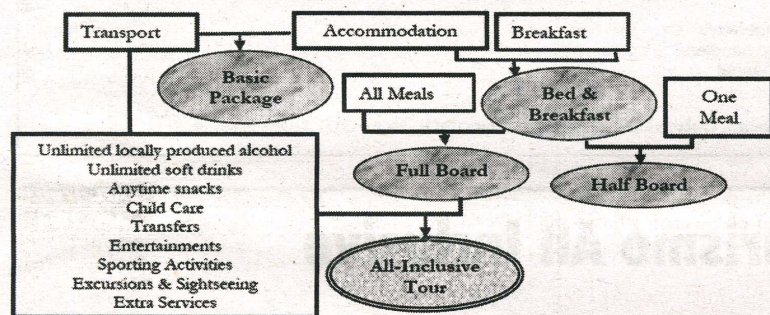
Otro ta prefera All Inclusive pa evita cu ta involvi cash cu por ta riesgoso depende e pais como destinacion su seguridad y criminalidad.

E region di Caribe a bira masha popular mes pa e concepto aki.

E pago di e opcion aki ta wordo paga na e pais di origen.

Impacto economico y sostenibilidad

Fig. 3 Types of Package Tours



Source: Developed in this Study, 2006

BOX 1: A typical All-inclusive Resorts in the Caribbean

Offers a wide range of activities including:

- Round trip airport transfers and baggage handling
- Government hotel tax
- Tips, gratuities, service charges
- All meals
- Unlimited drinks

- Anytime snacks
- 2 gourmet specialty dining restaurant
- Air-conditioned rooms (and suites) with king-sized beds, hair dryers, clock/radios, telephone, safe, satellite TV with movie channel
- Exercise/weight rooms/fitness centre
- Nightly entertainment
- Indoor games room, movies
- Pool tables
- White sand beaches
- Scuba diving, snorkelling, sailing, windsurfing, Hobie Cats (including certified instruction)
- Canoes, kayaks, paddle boats, glass-bottom boats, water-skiing
- Sauna, whirlpool, steam baths
- 2 freshwater pools
- Swim-up pool bars
- 3 tennis courts (day & night)
- Racquet ball, squash, table tennis, volleyball, basketball
- Lawn chess
- Shuffleboard, horseshoes, croquet
- Playmakers (hosts & hostesses)
- Discotheque
- Piano bar
- Group and meeting facilities
- Golf (18) holes, including green fees
- Offshore island
- Stay at one, vacation at all six, and
- Stay at one, dine at all six

Source: Trendline Intelligence International, 2000a, pp.95

E pago di e opcion di All Inclusive ta wordo paga den e pais di origen. estudio haci ta indica cu e turista cu pakete All Inclusive ta gasta mucho menos compara cu un turista cu ta opta pa su ticket, hotel y transporte (auto huur).

Di cada 100 dollar esun cu e pakete di All Inclusive ta gasta 9.3% menos, mientras ora di adkiri e pakete a paga 9.13% mas hopi, pero na e destinacion e turista a gasta 39.2% menos.

Un analisis ta muestra cu e turista ora di bundle e diferente servicicionan hunto ta na su ventaha cu gasto abao di buskeda, e introduccion di servicicionan nobo y e percepcion di balor agrega.

E perspectiva di haci negoshi den travel ta pa cumpra den bulk (bulk discounts) cu ta haci cu por ofrece acomodacion, meals y transporte na un prijs hopi abao compara cu e turista independiente.

Di e banda di e resort por controla su gastonan na un manera mas stabil, ta tene cuenta cu e bookingnan y ta haci compra pa e cantidad di guests.

Den un hotel cu ta bende a-la-cart ta asina cu no sa cu tempo delanta cuanto guests lo bin come y tin un menu cu mester cumpli cune. Pues mester prepara un variedad mas grandi di cuminda pa cumpli cu e menu, mientras All Inclusive ta basa riba buffet y tin un menu fiho cu poco variacion.

All Inclusive ta haci cu e resort no mester gasta placa den software pa track e guest pa sa kiko y cuanto su cuenta ta, e ta save tempo, training, mantenimiento, equipo y gasto di energia.

Riba nivel di sostenibilidad ta asina cu e rekursu di e destinacion pa loka ta all Inclusive ta entretene mass tourism cu ta un yamada pa desaroyo masivo di facilidadnan turistico y si e surpasa e carrying capacity e lo pone na peliger e sostenibilidad di rekursonan di e destinacion.

Esaki pa motibo cu e all inclusive resorts tin e tendencia di ta mas grandi y ta wordo construi den areanan ecologicamente vulnerabel y remoto, cu ta haci cu nan ta impacta medio ambiente caba durante e fase di construcion.

Di otro banda ta argumenta cu si tene turistanan 'paden', e ta limita e fluho di turista na lugarnan particular y ta controla e movimiento di masa cu ta defende y proteha e rekursonan natural di e destinacion.

Un di e motibonan di all inclusive ta cu hende ta gusta y ta cumpra e derecho di cosnan 'for free'! Esaki pa evita cu tin cu saka placa y paga pa tur otro cos.

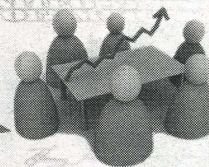


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Nivel di prijs

E factor di nivel di prijs ta uno cu ta hunga un rol determinante pa motibo cu e turista cu ta compra all inclusive ta haya un bundle di derecho di consumo na e hotel.

Contratonan all inclusive ta matiga e problema di e poder di mercado di e hotel pa haya riba mercado local e servicicionan cu ta inclui den e contrato.

Pesey e ta importante siendo ta pafor di propiedad di hotel tin e posibilidad pa ta parti di all inclusive.

E nivel di prijs ta depende e tipo di turista cu kier atrae, entre otro si kier high class por basa e prijs riba esaki.

Riba propiedad di e hotel

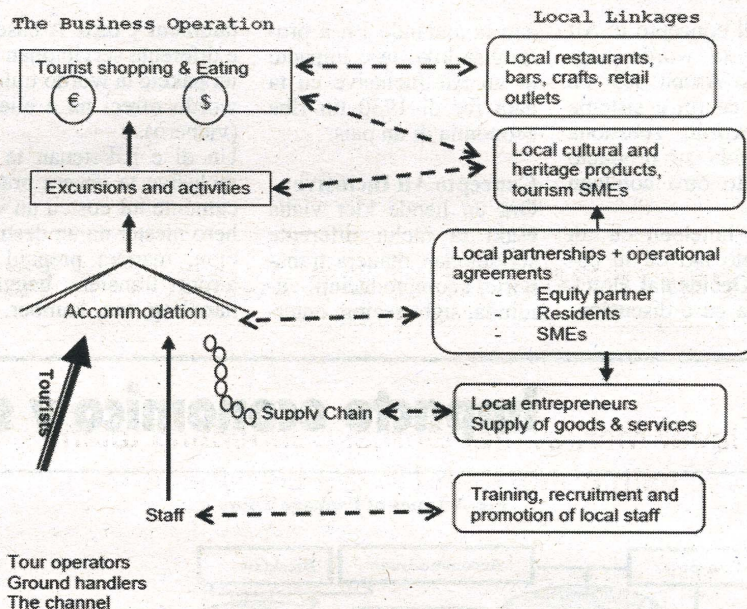
e turista no ta entercambia placa ya cu tur cos ta prepaid y ta inclui den e paquete.

Impacto socio económico di All Inclusive

E rol di tour operators ta determinante den haci all inclusive un exito y ta yuda economia, den inspira organisadornan pa compra excursion local, facilita oportunidad pa clientenan sostene shopnan local, mercado y empresanan, tanto paden y pafor di e hotel.

Ta yuda promociona uso di berdura y otro local den restaurant di e hotel, mientras ta encurasha hotelnan pa desaroya maneho di busca empleado local.

Fig. 4 Local Linkages in Tourism Industry



(Source: Overseas Development Institute (ODI, 2006), ODI Briefing Paper, pp. 2)

Gastamento di turismo All Inclusive

Strengths	Weaknesses
Value for money	Excessive animation, buffet line
Tourists can plan holidays better, knowing up front what the cost will be	Low inclination to spend outside the budget
Easier for travel agents to sell and they get commissions on the whole package	All-inclusives resorts pay out higher commissions package
Simplifies relationships between hotels and guests, and minimizes capital expenditure on computer equipment to track guests bills	High expenditure/investment in skilled labor
Simplifies inventory and stock procedures as all meals are pre-paid	Theft difficult to control
Eliminates the money relationship between hosts and	Eliminates money incentives for workers

guests (no tipping allowed)	
Guests do not have to leave hotel so value-added from spin-off activities is captured by the hotel	Potential for linkages outside of the hotel (e.g. taxi drivers, restaurants) can be limited
Tourists can feel secure in a well-planned and orchestrated environment	Leads to enclave type tourism: limits local participation and interaction of tourists in local community
Creation of skilled, flexible and empowered staff	Staff can be easily exploited and overworked
Minimum size of 150 rooms seems to be necessary	Not as well suited for smaller properties
Introduces another category of vacation and possibly new markets. Adds diversity to destination	Unable to take advantage of walk-ins, cruise passengers and business lunches as would conventional hotels

Source: Tourism Intelligence International, TII (2000a)

E modelo di all Inclusive tin hopi implicacion, pero e parti principal ta e distribucion di gastamento, cu ta inclui 3 partido, e pais di origen, e pais como destinacion y e turista mes.

Economia di e pais di origen ta basa cu e agencianan di viahe of tour operators ta vende paketenan di viahe, ta usa strategianan di prijs pa gana mas cliente.

E pais como destinacion ta haci mercadeo y promocion no solamente pa kamber so sino pa entrada for di turismo, mientras e turista ta mira di saka lo maximo for di vacation ci tours mas barata cu ta posibel.

Tin estudionan ta muestra cu e turista y economia di pais di origen ta haya mas di all inclusive cu econo-

mia di e destinacion.

E pais di destinacion ta usa e placa como entrada, paga salarionan y pa paga tax, pues tin un impacto directo riba e economia.

Ora cu negoshi y e trahadornan gasta nan placa bek den e economia di e pais, nan ta crea un impacto indirecto door duna sosten adicional na empleo, salario, entrada di propietario y di belasting. E suma di impacto directo y indirecto ta equala e impacto economico total.

Esaki ta encera pasashi pa bay bek, acomodacion, meals, entretenimento, shopping (inclui souvenir), transportacion terrestre, comunicacion (yamada di telefon y uso di internet), vehiculo y equipo di huur y gastamento total.

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